



Getting Ahead – Career Advancement Strategies

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### **Active Listening**

Active listening is the art of listening in a way where you are truly engaged in the conversation and seeking to understand the other person. Are you an active listener..?

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Lessons from Leaders - In-depth Profiles

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### **Flywheel's CEO shares how the fear of failure impedes career success**

Sarah Robb O'Hagan is the CEO of Flywheel Sports and was previously president of Equinox Fitness Clubs and Gatorade, where she led a reinvention and turnaround of the \$5 billion sports drink business at Nike and Virgin Atlantic Airways...

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Coaching Corner – Joel's Article of the Week

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### **How to Promote Yourself**

Ever been passed over for a promotion you were perfectly qualified for? Now you need to learn how to promote yourself at work (and your actual impact) so others will appreciate and recognize your value...

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Career Central - Tips for Career Changers

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## 11 Job Interview Tricks That Are Hard to Master, But Will Pay Off Forever

If you're wondering how to interview for a job, these tips can help you really take your interview to the next level...

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Joel In The News - Interviewed by Top Media Outlets

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## Getting Ahead: Have More Influence

Is your career stagnant? Perhaps you were a rising star, landing one promotion after another and then - BAM! - you slammed into a brick wall..

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## Upcoming Speaking Engagements

### Leading With Influence

Harris Associates

May 9<sup>th</sup>, 2018 in Chicago

### Executive Presence: 4 Ways to Convey Confidence and Command Respect as a Leader

AudioSolutionz

May 17<sup>th</sup>, 2018 - Webinar

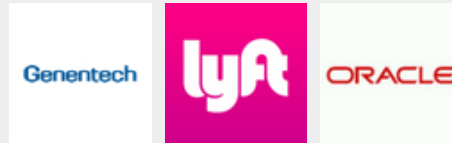
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## Weekly 2 min Video Message



[Taking Initiative](#)

## Current Executive Coaching Engagements



Hire Joel for your **Executive Coaching** or **Corporate Speaking and Training** needs.



- **Salaries are predicted to climb this year:** 99% of companies are planning to give employees raises this year and are projecting an average salary increase of 3% (Towers Watson).
- **Executives fail at their job:** At least 50% of executives fail within the first eighteen months of taking a new job (Fortune).

## 300+ Articles For Your Development Written by Joel

(Leadership, Management, Work Issues, Productivity and Career Advancement)

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*"Leadership is an individual sport, one that has to be fine-tuned to each of the people that reports to you, Leaders also need to provide the direction, energy, encouragement and inspiration for each person who reports directly to the leader as well as for the overall organization."*

~ David Petraeus

*"Humility is the key to success. Successful people lose their way at times. They often embrace and overindulge from the fruits of success. Humility halts this arrogance and self-*

*indulging trap. Humble people share the credit and wealth, remaining focused and hungry to continue the journey of success"*

~Rick Pitino

Books Authored by Joel A. Garfinkle

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## Gain the Competitive Edge In Your Career



Garfinkle Executive Coaching - The top online resource for creating fulfillment at work.  
**Recognized as one of the best:** Acknowledged as one of the top 50 executive coaches in America.  
Global Gurus named Joel #15 on its list of [top 30 global coaching experts](#).

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